



## **Barbara Tartaglia-Poure, ACFRE** **Managing Director**

Celebrating her 20<sup>th</sup> year in our profession, Barbara has consistently brought her passion for fundraising and commitment to excellence to the nonprofit sector. She offers expertise in the areas of securing major gifts, capital campaigns, team development and board management to the organizations she partners with. In 2015, The Association of Fundraising Professionals, the largest community of professional fundraisers in the world, awarded her its highest professional certification, the Advanced Certified Fundraising Executive (ACFRE). Available only to senior-level fundraisers who have worked in the profession for 10 or more years, the ACFRE is a distinguished achievement earned by only 110 professionals since the inception of the program in 1992. Barbara has earned a Masters in Leadership & Organizational Development, is an AFP Master Trainer and a recognized presenter.

As Managing Director with Carter, Barbara supports organizations in their campaign development. She has partnered on campaigns for independent nonprofits and universities ranging from \$1M to \$1B. Her enthusiasm for assisting organizations in all aspects of major gift fundraising and strategies involved with building successful donor relationships is contagious.

### **Experience**

Prior to joining Carter, Barbara served as the Executive Director of National Development at The University of Toledo. Previously, she held positions of Associate Vice President Development, Main Campus at The University of Toledo as well as Associate Vice President & Principal Gifts Officer at The University of Cincinnati Foundation. She has also served as the Principal Gifts Officer for The University of Toledo, College of Business & Innovation and as Executive Director of Mom's House of Toledo.

Barbara holds an undergraduate degree from Lourdes University in Individualized Studies, a Master's Degree from The University of Toledo in Liberal Studies and has been a Licensed Certified Chemical Dependency Counselor in Ohio since 1995.

She received certification as an AFP Master Trainer in 2011, received her CFRE credential in 2002 and served as the AFP Northwest Ohio Chapter President in 2003.

Barbara has been published in the National Association of Collegiate Directors of Athletics (NACDA) magazine in June of 2014 as co-author of an article on "Fund Raising Collaboration between Main Campus Colleges and Athletics".

***Personal***

Barbara and her husband, Jim, live in Miromar Lakes, Florida with their puppy Beau.